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## MEMORANDUM

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**TO:** MICHAEL P. MCLAUGHLIN, CITY MANAGER *MPM*  
**FROM:** JOE MCNEAL, ASSISTANT DIRECTOR OF RECREATION OPERATIONS *DM*  
STEPHEN PARKS, AQUATIC AND FITNESS CENTER SUPERVISOR *SP*  
CHERYL CONRAD, AQUATIC AND FITNESS COORDINATOR *CC*  
**SUBJECT:** PURCHASE OF STRENGTH TRAINING EQUIPMENT & FLOORING  
**DATE:** NOVEMBER 16, 2015  
**CC:** DAVID MORAN, ASSISTANT CITY MANAGER  
JULIE MCHALE, DIRECTOR OF RECREATION

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### **BACKGROUND**

The strength training equipment at the Aquatic and Fitness Center (AFC) was purchased 22 years ago. Since that time the equipment has become outdated and is in need of replacement. In FY 15, the City budgeted \$48,000 in the Replacement Fund to purchase new strength training equipment for the AFC.

The carpeting in the strength training room is 22 years old as well. Since the installation during the original construction of the fitness center, the floor covering has become heavily worn, is not suitable for the type of equipment used in the space and is in need of replacement.

### **DISCUSSION**

Staff has researched numerous strength training product lines, including those manufactured by Paramount, Life Fitness and Cybex. In addition, staff has conducted a number of site visits to inspect equipment, speak with colleagues and patrons at other facilities regarding their experiences with various manufacturers' equipment. Some of these locations include the Bowie Sport Fit Health Club, The League for People with Disabilities Facility in Baltimore and the Southern Regional Technology and Recreation Complex operated by MNCPPC.

Through this research, staff has found the equipment manufactured by CYBEX to be superior to other equipment available for a number of reasons including; ease of use, quality of manufacture and available options. CYBEX is a demonstrated leader in the industry.

As a result of staff's evaluation of the existing equipment and proposed new equipment staff supports purchase of equipment listed on the attached inventory. This includes the elimination of one piece of equipment (vertical row), combining two pieces into one (ab and back extension) and adding a CYBEX BRAVO All in One machine. This piece of equipment is accessible and offers hundreds of exercises that work all muscle groups.

Staff identified a competitive solicitation for bids conducted by Fairfax County, Virginia in December 2013. See bid solicitation attached. Pricing for the selected CYBEX equipment through Gym Source, Inc. is \$44,595. Included in the price is disposal of the old strength training equipment.

Staff has researched replacement of the carpet with flooring more suitable for a fitness center. Based on site visits, staff has identified Everlast Sports Surfacing as the preferred flooring. This is an 8 mm recycled rubber product that uses low VOC materials. Attached is a product Safety Data Sheet and certificate from SCS Global Services documenting an independent assessment which certifies Everlast Sports Surfacing conforms with requirements for use in school and office settings. Most fitness facilities use a rubber flooring system because it is more compatible with strength training equipment, including free weights. Pricing for Everlast, Zone Three flooring in the strength training room is \$6,927.

### **RECOMMENDATION**

Staff recommends the City of Greenbelt piggy back on the Fairfax County, Virginia contract for purchase of CYBEX strength training equipment at a cost of \$44,595 from Gym Source, Inc. Further, staff recommends replacement of the 22 year old carpet with Everlast, Zone Three 8 mm Sports Surfacing at a cost of \$6,927. The total cost would be \$51,522. This exceeds the budgeted amount by \$3,522. Council approval is requested.

### **ATTACHMENTS:**

1. Fairfax County, Virginia Notice of Award
2. Gym Source Strength Training Price Quote
3. Gym Source Flooring Price Quote
4. Strength Training Equipment Literature
5. Everlast Flooring Information
6. Equipment Inventory and Layout